



# Southern California Development Forum Presents...

Tuesday, March 10, 2015 7:00am-9:00am



## Building a Practice without Borders

### How emerging markets are heating up Southern California's construction market

As the Southern California construction market continues its strong rebound, in large part due to foreign and domestic funding sources, we cannot overlook emerging markets in Central and South America. Last year, Ferdinando Guerra, an Economic Development Specialist and Terri Batch, a Senior International Trade Specialist with the U.S. Department of Commerce, spoke about ties between emerging markets and Southern California on a more macro level. This year, these two experts are joined by Paola Lugari, a Commercial Specialist at the U.S. Embassy in Bogota, Columbia, and Bruce McKinlay, a Principal at ARUP serving as the Country Manager for Mexico. The panel will be taking a closer look at how Southern California is connected with the global economies of Central and South American. Please join us as our speakers provide critical information on how these markets currently provide, and are projected to provide well into the future, development and construction opportunities.

#### Speakers

##### Ferdinando Guerra

International Economist and Economic Development Specialist  
Independent Consultant to the Los Angeles County Economic Development Corporation

##### Terri Batch

Senior International Trade Specialist  
Team Leader – Global China Team at U.S. Department of Commerce

##### Paola Lugari

Commercial Specialist  
U.S. Embassy in Bogota (Colombia)

##### Bruce W. McKinlay PE LEED AP

Principal, Country Manager – Mexico  
ARUP

Date: Tuesday, March 10, 2015

Time: 7:00am-9:00am

City Club Los Angeles  
City National Bank Building  
555 Flower Street  
51<sup>st</sup> Floor  
Los Angeles, CA 90071  
213.620.9662

For Parking Instructions  
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For Directions  
[Click Here](#)

#### Program Price:

- \$50.00 – SCDF Members
- \$75.00 – Non-members
- \$450.00 – Event Sponsor  
(2 comp guests)
- \$750.00 – Table Sponsor  
(8 comp guests)
- \$10.00 – Onsite Fee

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Pre-Registration for this event closes at 5:00 pm on Friday, March 6, 2015.

Cancellations will not be accepted after this time and requests for seating after this time cannot be guaranteed. Limited on-site registrations will be available on a first-come, first served basis, unless the event sells out. On-site registrations or changes to existing reservations made after close of registration will be charged a \$10 on-site fee.